



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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FIRST HALF OF 1991 FINDS METAL TREATING SALES DOWN 5.5%

Sales for the first half of 1991 amounted to \$271.8 million, compared to \$287.5 million for the same period in 1990.

For the month of July, Commercial Heat Treaters tallied billings of \$44.4 million, off 9% from July 1990 when billings reached \$48.8 million.

All nine MTI Districts were below July 1990's sales. Three Districts had a better first half performance in 1991.

A summary of percentage change by geographic regions follows:

	District	Jun 91 vs. Jun 90	Total 1991 vs. 1990
1	New England (MA-RI-CT)	- 3.2	2.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.7	1.5
3	South Central (W.PA-OH-IN-KY)	-10.3	- 6.4
4	Michigan	-15.5	-16.9
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	- 1.0	- 2.5
6	North Central (IL-WI-MN-MO-IA)	- 6.9	- 5.5
7	Pacific Coast (CA-AZ-ORE-WASH)	- 6.3	0.5
8	Southwest (TX-OK-AR-CO-LA-UT)	-10.0	- 2.8
9	Canada	-22.1	-11.9

METAL TREATING INSTITUTE
302 THIRD STREET, SUITE 1
NEPTUNE BEACH, FLORIDA 32266-5138
ANALYSIS OF NATIONAL BILLINGS

JUNE, 1991

BILLINGS FOR MONTH

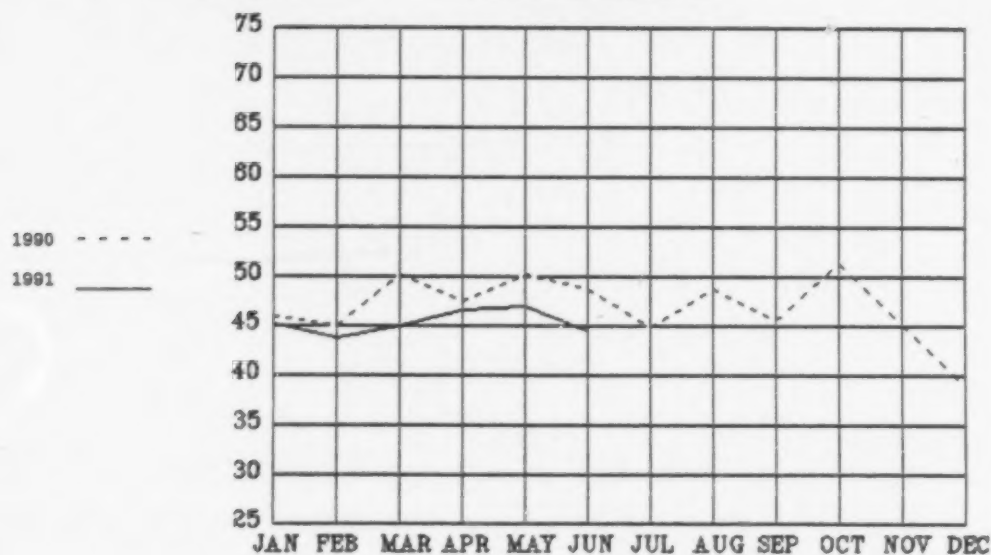
	Participating Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1990	1991	%	1990	1991
Total	213	48833.9	44425.3	- 9.0	100.0	100.0
Dist. 1	14	2863.4	2789.9	- 3.2	5.9	6.3
Dist. 2	27	4619.4	4588.4	- 0.7	9.5	10.3
Dist. 3	42	8610.9	7721.2	-10.3	17.6	17.4
Dist. 4	25	6913.6	5838.9	-15.5	14.2	13.1
Dist. 5	18	2776.1	2748.3	- 1.0	5.7	6.2
Dist. 6	33	9219.0	8586.9	- 6.9	18.9	19.3
Dist. 7	23	6239.3	5848.2	- 6.3	12.8	13.2
Dist. 8	17	3320.3	2989.2	-10.0	6.8	6.7
Dist. 9	14	4251.9	3314.2	-22.1	8.7	7.5
Foreign	0			-		

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1990	1991	%	1990	1991
Total	287488.2	271817.4	- 5.5	100.0	100.0
Dist. 1	17016.0	17486.2	2.8	5.9	6.4
Dist. 2	27133.1	27527.4	1.5	9.4	10.1
Dist. 3	31267.0	47960.7	- 6.4	17.8	17.6
Dist. 4	39046.6	32456.4	-16.9	13.6	11.9
Dist. 5	16231.1	15822.2	- 2.5	5.6	5.8
Dist. 6	56263.7	53181.7	- 5.5	19.6	19.6
Dist. 7	37333.4	37534.5	0.5	13.0	13.8
Dist. 8	19481.8	18945.8	- 2.8	6.8	7.0
Dist. 9	23715.4	20902.7	-11.9	8.2	7.7

MILLIONS

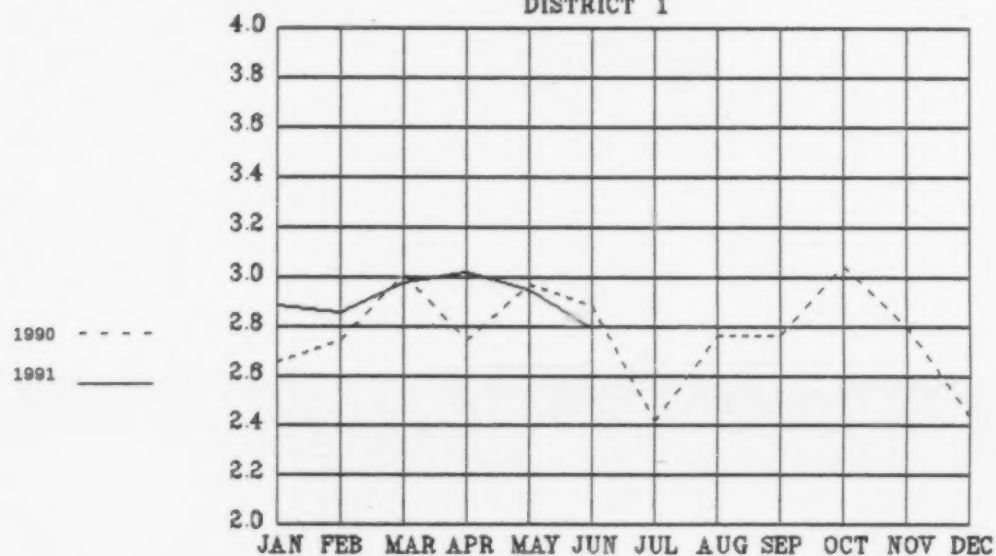
NATIONAL BILLINGS



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-1.5	-2.5	-10.3	-1.9	-6.6	-9.9						
% Change	Cumulative	-1.5	-2.0	-5.0	-4.2	-4.7	-5.5						

MILLIONS

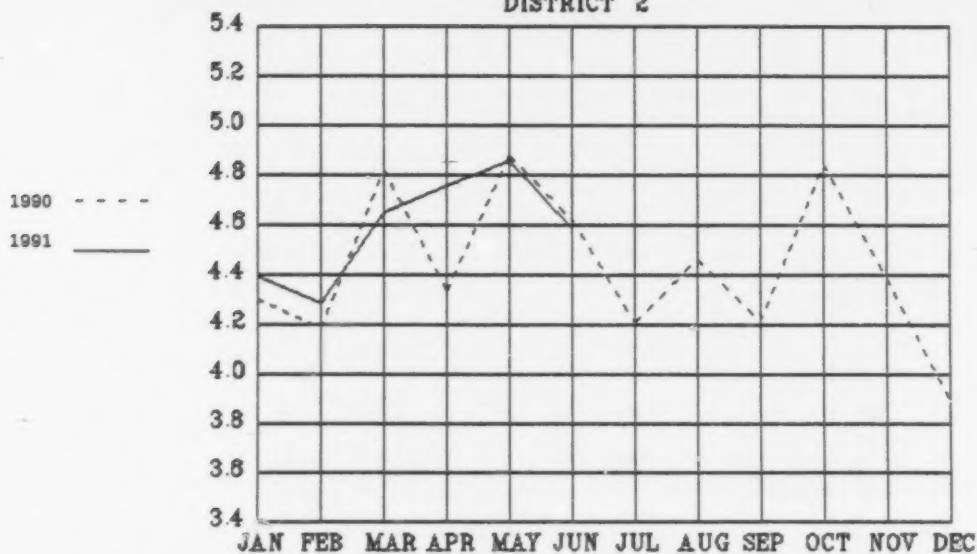
MASS.-R.I.-CONN.
DISTRICT 1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.6	4.2	-1.3	10.2	-0.7	-3.2						
% Change	Cumulative	8.6	6.4	3.6	5.2	4.0	2.8						

MILLIONS

N.Y.-N.J.-EPA.-MD.
DISTRICT 2



Gain or Loss

Monthly

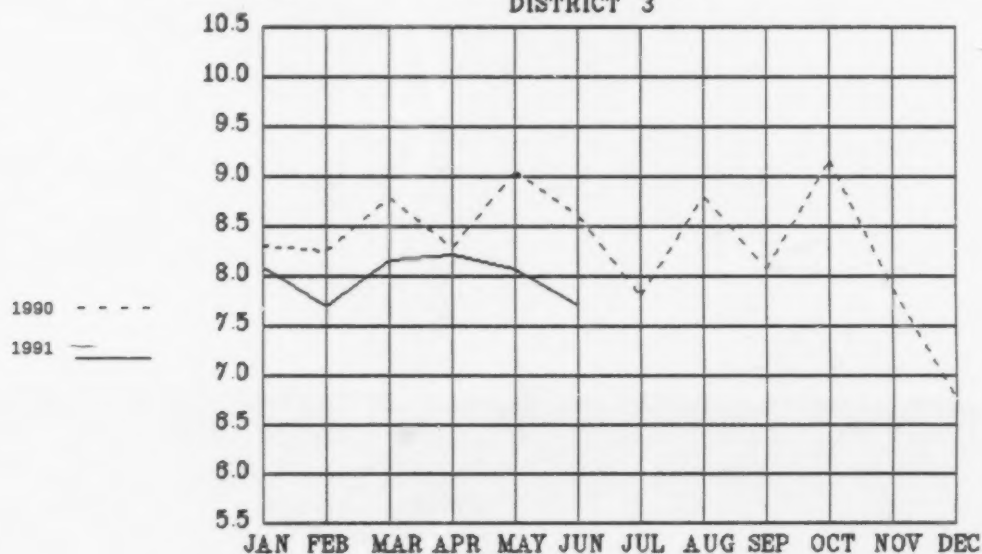
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2.2	2.4	-3.5	9.8	-0.5	-0.7						
2.2	2.3	0.2	2.6	1.9	1.5						

% Change

Cumulative

MILLIONS

W.P.A.-OHIO-IND.-KY.
DISTRICT 3



Gain or Loss

Monthly

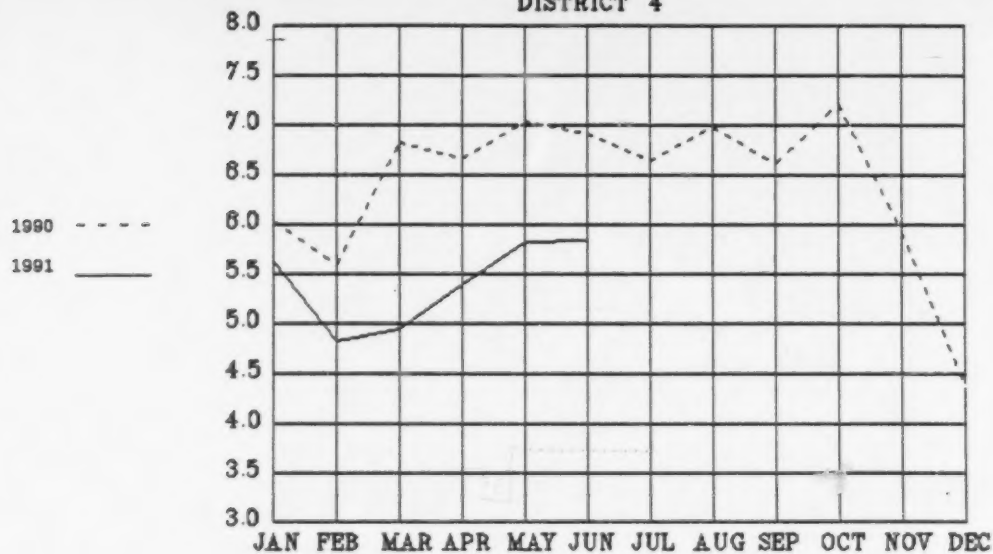
JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-2.6	-6.5	-7.0	-0.9	-10.8	-10.3						
-2.6	-4.5	-5.4	-4.3	-5.7	-6.4						

% Change

Cumulative

MILLIONS

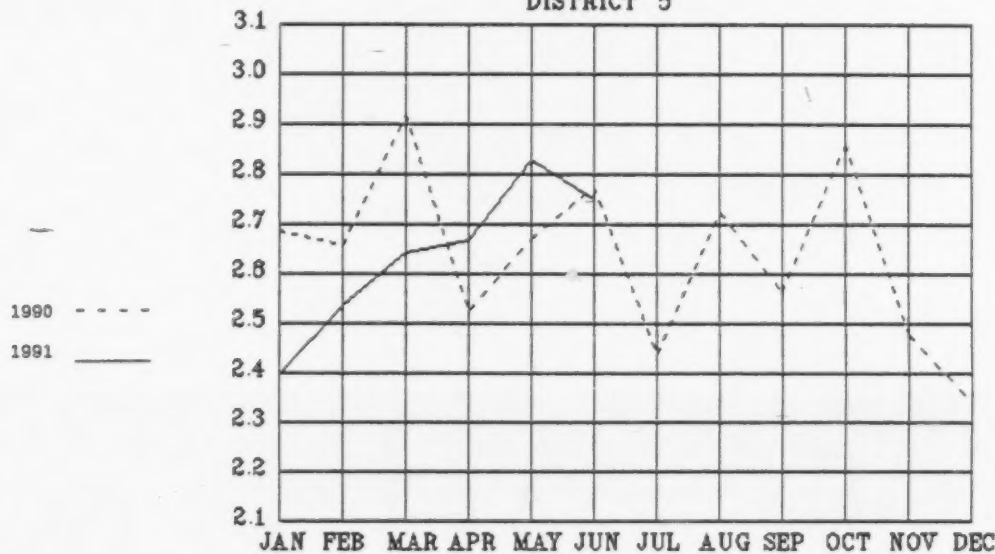
MICHIGAN
DISTRICT 4



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-6.9	-13.7	-27.4	-19.0	-17.1	-15.5						
% Change	Cumulative	-6.9	-10.2	-16.5	-17.2	-17.2	-16.9						

MILLIONS

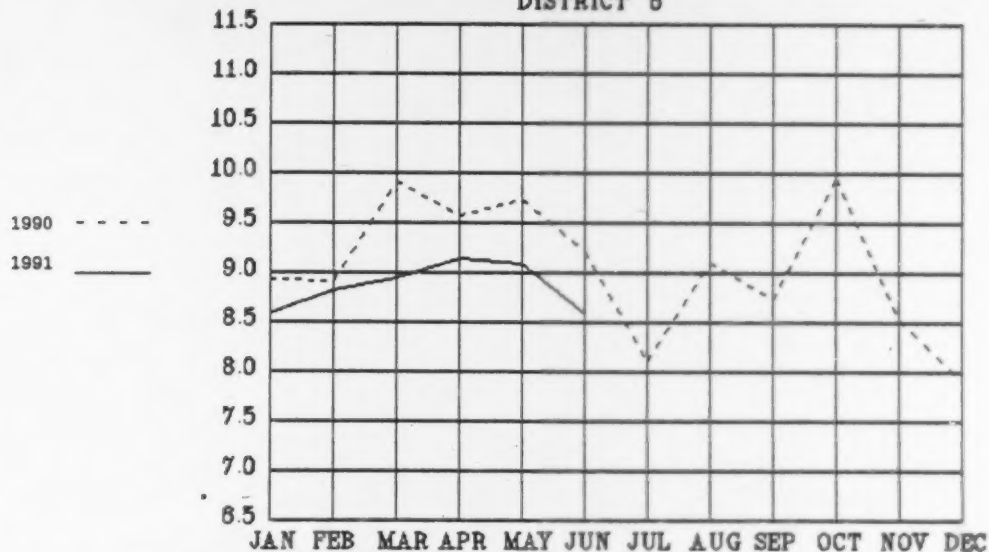
N.C.-S.C.-GA.-ALA.-TENN.-VA.-FL.
DISTRICT 5



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-10.8	-4.5	-9.4	5.6	5.9	-1.0						
% Change	Cumulative	-10.8	-7.6	-8.2	-5.0	-2.8	-2.5						

MILLIONS

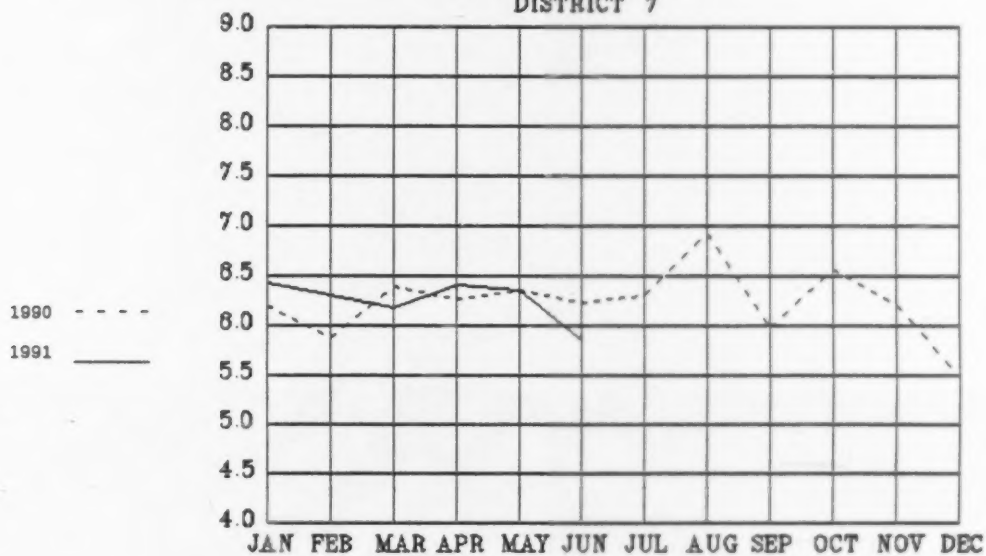
ILL.-WISC.-MINN.-MO.-IOWA
DISTRICT 8



	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	-3.8	-1.0	-9.7	-4.5	-6.5	-6.9						
% Change Cumulative	-3.8	-2.4	-5.0	-4.9	-5.2	-5.5						

MILLIONS

ARIZ.-CA.-ORE.-WASH.
DISTRICT 7



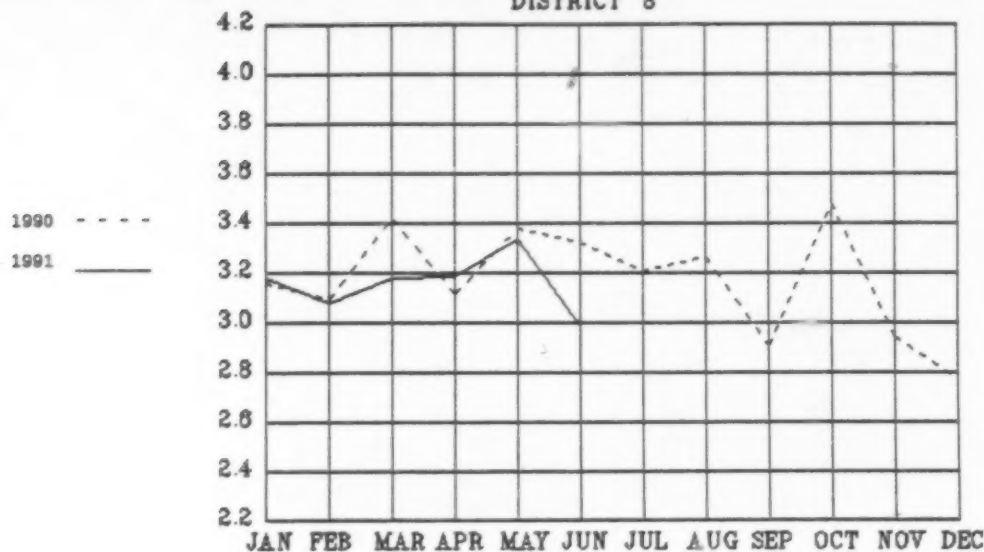
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss Monthly	3.7	7.5	-3.5	2.4	-0.1	-6.3						
% Change Cumulative	3.7	5.5	2.4	2.4	1.9	0.5						

Gain or Loss Monthly

% Change Cumulative

MILLIONS

TEX.-OKLA.-ARK.-COLO.
DISTRICT 8



Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
0.6	-0.5	-7.0	2.2	-1.1	-10.0						

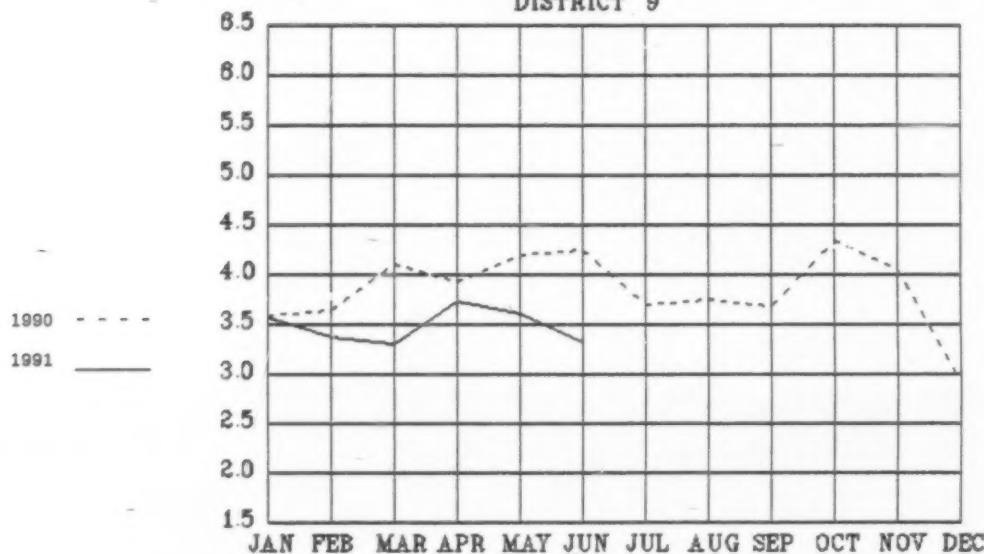
% Change

Cumulative

0.6	0.1	-2.4	-1.3	-1.3	-2.8						
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MILLIONS

CANADA
DISTRICT 9



Gain or Loss

Monthly

JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
-0.4	-7.3	-19.4	-5.1	-14.2	-22.1						

% Change

Cumulative

-0.4	-3.9	-9.5	-8.4	-9.6	-11.9						
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